

# CHEMIST & DRUGGIST

the newsweekly for pharmacy

December 31, 1988



## HOW TO COUNT ON A PROSPEROUS NEW YEAR

Holding almost 84% of the anti-smoking aids market,<sup>1</sup> New Year resolutions mean bigger business for you and Stoppers. And with over 9 million smokers in Britain cutting down or giving up, Stoppers' support means sales soar all year round – only through pharmacies.

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TO CUTTING OUT SMOKING**

<sup>1</sup> Nielsen  
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Representative  
the Order Department  
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**ANTICIPATED 2.2 MILLION RESOLUTIONS TO CUT OUT SMOKING**

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## NI pre-regs face exam to register

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## Revised fees to bring in £11m for new MCA

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## Lloyds pharmacy reinstated at Sandwell

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## New date for LPC conference

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## Coopers Animal Health sold to US concern

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## C&D Price Service update

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# It took £250,000 to get this man to talk about **NEW** Dequacets

New Dequacets is a brand new lozenge from Evans which not only soothes a sore throat, but contains menthol to unblock nasal congestion.

Supported by a substantial promotional spend, the 'Dequa Man' will be appearing on poster sites all over the U.K. this winter – persuading the public to ask for the Dequa range by name.

Order the Dequa range now through your local wholesaler or Evans representative.



**EVANS** *Keeping ahead  
of the competition*

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**COMMENT**

**T**he cavalier announcement by the Department of Health that it will be abandoning the cost-plus contract, without any consultation with the profession, from April 1989, has drawn predictable and justifiable cries of outrage from all corners. The Department's pronounced intention to allow all contractors an increase in remuneration (based on estimated figures) of around 7 per cent in 1988-89 at least allows some forward financial planning before the real horsetrading begins.

But it must be said that the warning flags have been flying for some time. Back in April PSNC was warned the Department would not commit itself to continuing the present system beyond March 1989 (*C&D* April 30). The decision to move the goal posts is understood to have been made at Cabinet level, and the alternative laid out to pharmacy negotiators is a lot less draconian than some of the options examined. Nor does next year's proposed settlement, from this distance, look unreasonable. The Department, hedged around with budgetary constraints, has effectively called "time" on what it sees as an open ended system of payment.

This is a shame, because by and large cost-plus works well. The Scottish balance sheet virtually balanced this year! And if the Department in London gripes at the large amount it ended up owing contractors for labour and overhead costs (a lump sum phased over two years), it should have settled earlier when urged to do so by PSNC. How the DoH intends to determine what to pay contractors is an enigma now it has abolished all except the discount and container costs surveys.

The concern for our negotiators over the next 12 months must be to establish parameters for future negotiations. With a blank page facing them these will inevitably hinge around script numbers, script volume and the number of pharmacies on the one hand, and the anticipated move towards payment on an item of service basis as the "new roles" (and hopefully their funding) develop, on the other. Contractors must, unlikely though it may be, expect to be treated reasonably by the Department. It must be remembered it is a monopoly employer and it may be wiser to roll with the blow just dealt rather than risk a confrontational knock-out.

# NI pre-regs face exam before registration

Pre-registration graduates in Northern Ireland will soon have to pass an examination before being eligible for registration as pharmacists.

The Pharmaceutical Society of Northern Ireland's Council decided at its November meeting to take various steps to improve the effectiveness of the pre-registration scheme and it was agreed to hold the first examination during the year 1989-90. The secretary was asked to discuss with the Department of Health the necessary steps to be taken to amend the Society's Regulations.

The cost implications were discussed and it was agreed to arrange a special meeting of the Finance Committee as soon as the relevant information becomes available.

A course for pre-registration tutors will be held in Spring 1989. Drs Maguire and Morrow agreed to draft an outline programme.

The secretary reported that three registered pharmacists from the Republic of Ireland had been registered in accordance with the EC regulations: Mrs Laura Armstrong (nee McDonald), 18 Edenvale Ave, Banbridge, co

Down; Miss Helen M. Carolan, Kilearn Park, Navan, co Meath; Miss I.M.A. Headon, Shansilla, Kevinsfort Park, Sligo.

The following application for registration as a student was granted: Andrew Paul Dunlop, 37 Magadala Street, Belfast.

The report of the Education Committee meeting held on November 9 was adopted. In the report it was agreed that three presidents "At homes" would be arranged during 1989. The first evening would include a talk on legislation given by Mr McFarland. There would be a talk on alternative medicine and an evening for pre-registration students.

The Society will hold a one day seminar on a Sunday during late May/early June on the theme of "The extended role".

Mr Kerr reported on progress made in establishing the practice research unit at the Queen's University at Belfast. The huts adjacent to the pharmacy department have been acquired as a base for the unit. Dr Maguire has been appointed research fellow for three years (re-appointed annually) from January 1, 1988. Three PhD students would be

appointed to the unit, one sponsored by Northern Pharmacies Ltd and the other two by the Pharmaceutical Contractors Committee and Boots Ltd. Mr Kerr also commented on proposals for establishing a drug utilisation research unit in Queen's department of therapeutics and pharmacology.

The president reminded the meeting that it would be necessary to co-opt a member onto the Council to replace Dr Lesley Anderson. A decision on this matter would be taken at the December meeting.

Council's attention was drawn to a recent advertising feature in the *Belfast Telegraph*. The secretary was instructed to refer the article to the Statutory Committee chairman together with the relevant details from the Code of Conduct.

The report of the meeting held on November 17, 1988 was adopted. Mr Hannawin thanked Mr McMullan for chairing the Committee during the previous year.

It was agreed to start a contingency fund to finance routine building maintenance.

The Department. It believed it was doing a service to the public and would have committed no offence if the doctors had ordered vaccine for specific, named, patients.

The prosecution withdrew allegations of consenting to the firm's offences which had been listed against its local salesman, Andrew Apperly, MPS, of Mamble, Kidderminster.

assess their suitability for similar services. She is also drawing up a recruitment and training programme.

If the trial is successful, Boots will extend the service to all their opticians, both the free-standing outlets and those in Boots stores.

**Registration fees** for pharmacy premises go up from January 1, 1989. The fee for initial registration increases from £84 to £88 and the subsequent annual fees (retention fees) go up from £43 to £45. Medicines (Pharmacies) (Applications for Registration and Fees) Amendment Regulations 1988 (SI 1988 No 2113, HMSO £0.45).

## Lloyds wins case against Sandwell FPC

A Midlands chain of chemists threatened because of an administrative error with a ban on operating a pharmacy from one of its shops was last week given the go ahead by the High Court.

Two judges quashed a decision of the Sandwell Family Practitioner Committee to take the Lloyds Chemists shop in Cape Hill, Smethwick, off the pharmaceutical list (C&D December 19/26, 1987).

The shop opened in September last year after Lloyds Chemists made a successful eleventh-hour application on March 31 to open a new shop, beating the new contract restrictions introduced the following day.

But due to an error, Lloyds had made the application to Birmingham FPC instead of to Sandwell. When the FPC spotted the error the papers were transferred to Sandwell, who endorsed Birmingham's decision in September.

However in December Sandwell FPC changed its mind and told Lloyds that the shop would be taken off the list and payment for dispensing NHS prescriptions would cease.

Lord Justice Parker and Mr Justice Henry ruled that once having decided to put the shop on the list the FPC's subsequent decision to take it off had exceeded its powers. Lord Justice Parker said it was a bizarre position but the earlier decision to put the shop on the list should be allowed to stand.

The court awarded Lloyds Chemists its costs.

■ Mr Vijay Sudera of Krishna Chemists applied to be joined to the case as an interested party. He owns a pharmacy next door but one to the Lloyds branch, and had appealed against the initial decision to grant Lloyds a contract. He had been assured by Sandwell FPC earlier in 1987 that there were no "last minute" applications in his area and had opened another pharmacy with that knowledge in Edgbaston.

## Gossain wins

Mrs Shashi Gossain, who closed her controversial pharmacy in the doctor's surgery at 464, Great West Road, Hounslow, in October, won her appeal against a Hounslow Borough decision that planning permission was required.

## £3,400 fine for import of flu vaccine

Pharmaceutical wholesalers Paradrucro, of Starbeck, Harrogate, North Yorkshire, have been fined £3,400, with £300 costs, by magistrates at Kidderminster, Worcs, for selling an unlicensed continental influenza vaccine.

The firm had obtained it from Belgium and West Germany when doctors were short of supplies at the time of a threatened 'flu epidemic in November last year, the court was told. Paradrucro admitted two offences of importing the vaccine without a product licence and one of selling it not labelled in English.

The Influvac product had no licence under the 1968 Medicines Act and was not labelled in English, as required by the Medicines (Labelling) Regulations of 1976, said Department of

Health prosecutor Mrs Roma Hoon.

The firm's solicitor, Mr Christopher Shelley, said Paradrucro was a reputable wholesaler and had been trying to help doctors to save lives. The European product was in no way inferior to its British equivalent and would have been licensed if it had been submitted for testing by

## Hearing test for Boots

Boots are running a hearing aid service on an experimental basis from one of their optical outlets.

Boots Opticians, West Street, Horsham, is equipped to offer customers full hearing tests and advice on aids they may need. General manager of the project is Katherine Wade, an American masters graduate in audiology and a registered hearing aid dispenser. She runs the new practice two days a week and is visiting other Boots Opticians to

# DoH proposes £50,000 for new drug licence

The Department of Health has proposed that the fee for licensing new active substances (NAS) with the Medicines Control Agency, which will replace the Medicines Division on April 1, 1989, should be increased to £50,000.

The original proposal was for a £20,000 fee, but industry representatives told the Department at a meeting last month that this would have transferred the major burden of costs to the new agency away from large companies to medium and small concerns.

The decision to set up the MCA follows recommendations in the Evans Cunliffe Report published in January last year, and comes in the wake of strong industry criticism at the length of time taken to process licensing applications.

The new fee structure proposed by the Department will raise about £11m.

The major charges now are (exc VAT — no decision yet on whether this is applicable):—

New active substances	£50,000
Abridged complex	£6,000
standard	£3,000
simple	£1,500
Variations complex	£1,100
standard	£150

NAS are expected to bring in £1.75 million. Abridged applications will yield nearly £3 million and variations £3.9 million. In their explanatory letter the Department admits that on a workload basis the NAS charge should be substantially higher still. The abridged applications and variations are therefore carrying a disproportionate amount of the Division's overhead costs.

If the new Agency is to stay solvent the resources will have to be diverted to ensure that the backlogs in these latter two areas are considerably reduced, says the Proprietary Association of Great Britain. Processing times for standard abridged currently are about 18 months. The PAGB recently said the industry would be prepared to pay higher fees for an improved efficiency in

processing applications.

The change in the fee year from September to April means that annual fees have already been paid for the period to August 31, 1989, but it is being proposed that the money already collected (about £2.5 million) will not be refunded but will be used to offset the cost of finishing work in the pipeline.

The Department is also proposing to introduce charges for inspections by Medicines Inspectors which might be necessary either in connection with a licence application, or more usually during its lifetime. The level of fees in future will depend absolutely on the number of applications received, says the Department in its consultation letter, and emphasises that the first year must be regarded as "somewhat experimental".

In the last licensing year for which figures are available about £6.4m was raised by fee income, and of that about 85 per cent came from annual fees.

It is proposed that the MCA will operate under a net running cost regime. A change to this type of funding was seen as essential by Evans/Cunliffe. They believed it would enable the Agency to use fee income to pay for staff and services, providing the flexibility needed to improve the quality of service to the industry. It was thought to be the key to free the Agency from constraints on staff numbers and allow organisation changes. A Treasury requirement for net running cost operation is that the fee per application should relate to the cost of work done and lead to the abolition of annual fee related to turnover.

The Department is to set up a new management accounting and performance measurement to enable the Division to provide regular reports on progress, output performance and processing times. The electronic file tracking system already in place will be used to provide details of what stage each application has reached.

## Lords appeal allowed against £157,000 damages

Businessman David Long has been given leave to appeal to the House of Lords against a ruling that he should pay £157,000 damages to Smith Kline & French Laboratories Ltd.

The damages award made by the Court of Appeal last July against Mr Long, of Hove, was in connection with supplies of Tagamet.

SK&F had told the court that it had supplied Tagamet at a

favourable price to Mr Long's company, Swift Exports, because he had falsely led them to believe that it would be sold in central Africa where they hoped to build up sales.

Swift Exports went into liquidation about six years ago. Lord Keigh, sitting with Lord Templeman and Lord Ackner, gave Mr Long leave to appeal against the award which has been stayed in the meantime.

## LPC conference again

The Pharmaceutical Services Negotiating Committee has once again changed the date of the LPC conference and the PSNC dinner which will follow it.

The new date for the conference is Tuesday, February 21, with an 11am start at the Inn

on the Park, Hamilton Place, Park Lane, London W1. The dinner will be at the same venue at 7.00 for 7.30pm.

The Minister for Health David Mellor was not available on February 13, but has indicated he will be available for the new date.

**Correction** In *Chemist & Druggist* December 10, p989 Mr Alan Nathan was wrongly quoted. What he intended to be said was that any future "extended role" services would be paid for out of the global sum, which would mean that fees for straightforward dispensing might be reduced and re-allocated to the new services.

**External preparations** containing no more than 5 per cent ibuprofen are now Pharmacy medicines. They were exempted from POM control in a correction to the Medicines (Products Other Than Veterinary Drugs) (Prescription Only) Amendment Order 1988 (SI 1988 No 2017, HMSO £1.30), effective on December 16, 1988 (*C&D* December 3, p952).

### C&D's ASSISTANT SUPPLEMENT

For nearly 130 years *Chemist & Druggist* has kept pharmacists abreast of all the latest professional, scientific and commercial news essential for successful practice. Much of its content has been relevant to the pharmacist alone but some elements have proved essential reading for assistants, as is evident from *C&D's* high pass-on readership. However, as the pharmacist's professional role develops in the wake of Nuffield and Government promptings, so involvement of both the counter and dispensary assistant in the nitty gritty of everyday pharmacy life will increase.

Better assistant training will be needed as the role of the assistant develops in parallel with that of the pharmacist. And, although both the Royal Pharmaceutical Society of Great Britain and the National Pharmaceutical Association can be expected to take initiatives to establish new courses and qualifications, *C&D* believes it can and should play its part in the educative process. *Over the Counter*, a new supplement accompanying next week's issue, will be the first regular, monthly publication to address the needs of the assistant on both primary healthcare and beauty matters, recognising that in most pharmacies they serve on all fronts.

*C&D's Over the Counter* is designed to help assistants sell out what the pharmacist buys in, through a wide spread of lively, well illustrated, information packed articles and product reviews (full colour will be used throughout each issue). Step by step guides on "how to use" cosmetics and toiletries will run alongside straightforward articles setting out when and why medicines may be recommended, but making clear when the pharmacist's personal involvement is needed. A summary of all products launched the previous month will act as an *aide memoire* while, over 12 months, a complete compendium of OTC medicines can be built up by therapeutic category as we give mini "data sheets" on what is available on shelf. A touch of humour will be added through a regular cartoon strip and thumbnail sketches of "favourite" customers. Letters to the Editor, crosswords and competitions should ensure that there is a two-way exchange of information so that your assistant becomes involved in their magazine.

So please, pass it on to them first before recovering it to file and keep for pharmacy use in the binders which will be offered. Through *Over the Counter* we aim to complement our existing service to pharmacy with an additional tool that will give assistants and your business that extra cutting edge.

## Flu reaches 'epidemic' proportions

The incidence of colds and flu has reached epidemic proportions, with the Southern part of the country especially badly hit, according to Beecham Health Care's flu monitor.

The monitor operates on a points scale with epidemic levels judged to be 200 points and above. Last week's monitor recorded 224 for South East England, 217 for the South West and Wales, 212 for London and 208 for the North and Scotland.

Average Winters come in at about 149 points so, say Beecham, the current outbreak is judged to be severe. The company's experience shows that once the 200 point level has been reached it is likely that epidemic levels will continue for four to five weeks. Emergency orders for Beecham products can be placed on 01-975 4324.

Beecham have been operating their flu monitor for 17 years — 150 doctors nationwide report weekly on the number of patients passing through their surgeries suffering from colds and flu — and say the recent outbreak is the highest since 1981. The possibility of a flu epidemic has been widely aired in local media.

Over the Channel in France 2 million people have reportedly suffered from an extremely virulent virus since the beginning of November. Infection is characterised by a rapid rise in temperature to above 40°C, muscular pains and breathing difficulties. Merieux UK say that in view of the reported increase in flu virus activity in Europe they are making available additional stocks of MFV-Ject.

## Software offer

John Richardson Computers are offering all schools of pharmacy in Great Britain with acceptable hardware their patient medication record software.

The offer includes new editions and three updates of the drug file per year upon request free of charge.

To those who have no IBM PC or clone suitable to run the software, JRC are also offering to supply Sanyo hardware, heavily discounted. The offer includes a maintenance agreement on a return/repair basis.

# TOPICAL REFLECTIONS

by Xrayser

## Merry Christmas?

When I look at the news over the past few weeks I can't say there seems much to be merry about. In international terms you can hardly say the year has whimpered to an end — rather more a series of big bangs, with the Clapham train crash and the earthquake in Armenia. Nearer home, we see apparently endless wrangling over rural dispensing with appeals, more appeals and finally calls for judicial reviews making all the work and representation by pharmacists and, for that matter, by doctors, seem a meaningless exercise. I fear narrow minded applications will produce a short-fused irritation which might cost us dear.

The final bundle of joy comes with the Department of Health telling us it is not going along any more with the cost plus contract, thus ending a system which most — realised was based on regular modification of an intrinsically fair method of calculating what it actually cost to dispense prescriptions. Yes, of course it was complicated and hard to understand without effort, but cries for simplistic answers are strictly for the simple.

Let us hope the birth of different arrangements for our remuneration will not end up with us being crucified, while GPs, untouchable, go from strength to strength, adding rural dispensing as a little cream on their trifle. Yes, I am envious! Our qualifications in our field are certainly equivalent to theirs, while the work we undertake provides essential infill for patients and GPs. Our problem appears to be one of credibility which I believe is a measure of our failure to gain the right sort of publicity. So again we come back to the need to make sure the public understand our role. I suggest it is time to break new ground with a series of party political broadcasts, TV programmes and journalists' handouts to show the UK what we do and why we should be valued.



## So sorry...

I am sorry to learn Thos Christy Ltd have gone bust. It is bad news for the reps I have known, and for us too as we see yet another of our old independent firms disappearing down the drain. Cash flow problems, it is said. The business is to run on under the receivers until they sell. I would have thought it an ideal investment for someone like Unichem to buy, thus gaining their pharmacist shareholders new manufacturing capacity at a knockdown price. But then after the report of

"Overwhelming support for proposed new rules", the pharmacist owners of Unichem won't have much say in the matter, will they?

## A little rash...

"My son has barber's rash. Can you give him something?" she asked. I posed the usual questions, about how long the condition had been apparent, what was its nature, and so on, and although I wouldn't normally, I felt confident enough from the answers to give a tube of Daktarin which I have found effective. I also gave advice on sterilising the shaving brush and discarding the old razor. All the common sense things.

Today, only 24 hours later, the young man presented himself. He was fair, with scarcely any beard and certainly no barber's rash. But the skin for the inch completely around his lips was an angry red. No oedema, just intensely sore. I've seen it before. "Go to the doctor," I said. We rang the surgery and they fitted him in. I ought to know better than to prescribe for skin conditions without seeing them for myself. And I thought I was perfect! So I make my New Year resolutions; that I should be more modest, more cautious, more considerate, and to keep away from all rashness... Happy New Year to you all!

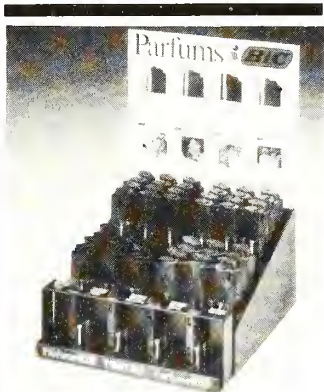
# COUNTERPOINTS

## Macleans clean support

Macleans toothpaste enters the New Year supported by a national £1.2m television campaign which underlines the fact that the majority of children and adults suffer from plaque and gum disease.

Macleans contains a bactericide, said to reduce the development of plaque, helping to keep gums healthy.

Beecham Toiletries are confident that the commercial's "news report" presentation will attract more users. The national campaign runs through from January 9 to the end of February, with added value and other promotional packs available during that period. *Beecham Toiletries. Tel: 01-560 5151.*



## Test that smell!

Bic Parfums stockists could soon be equipped with tester bars. And the range of perfumes, which were backed by £1m of advertising over Christmas, is to be promoted in the New Year with a further £1m on television.

The tester bars form part of a limited offer, being made on a "while stocks last" basis, and retailers taking the new display of 48 x 7.5ml flasks will actually only pay for 44. The remaining four, one of each Bic fragrance in the range, will be fitted into the sealed pilfer proof tester section. *Bic Parfums Ltd. Tel: 01-965 4060.*



## New lozenge for Dequa range from Evans

The newest addition to the Evans range of throat lozenges is Dequacets for sore throats and stuffy noses.

Each lozenge contains dequalinium chloride 0.25mg and menthol to ease nasal congestion. Dequacets is a Pharmacy medicine. A blister pack of 24 retail for £1.16 (£0.68 trade).

Evans say the launch will be supported with a £250,000

advertising campaign in January and February, using posters on the Underground in London and via Adshel around Britain.

POS material includes A4 and A3 showcards, merchandisers, window and door stickers and shelf wobblers. A window display competition will be run in January and February. Special bonus offers are also available. *Evans Medical Ltd. Tel: 0403 41400.*

## Fast growing drinks get ad boost

The London Herb & Spice Co Ltd are planning an advertising and promotional programme throughout 1989, designed to boost the sale of herbal teas — the fastest growing sector of the hot beverage market.

The company's biggest ever consumer advertising campaign has a £0.5 million spend. Advertisements will appear in women's and Sunday magazines throughout February and March with a further burst planned for the Autumn.

Three different advertisements, based on the company's Secret Garden range, highlight the benefits of drinking peppermint, camomile and

strawberry fair teas. The company will soon be announcing its first ever sponsorship for the arts. *London Herb & Spice Co Ltd. Tel: 01-680 8337.*

## Panasonic leak free

Panasonic batteries now have stronger outer jackets and double sealing to avoid any problems with leakage, the company says. The case of these batteries bear a new design. *Panasonic Industrial UK. Tel: 0753 73181.*

## Elida Gibbs back three

Elida Gibbs are planning advertising support for three major brands in the first two months of next year.

Recently launched Timotei Skin Care, is to have a £750,000 (MEAL) boost on national television in January. The product to be featured in the commercial is Timotei facial wash.

Cream Silk, was re-launched in October 1988 with three liquid variants and the introduction of an intensive conditioning treatment. A £384,000 (MEAL) campaign in national women's Press will support the intensive conditioning treatment during January and February.

A television commercial for Dimension shampoo, which features a girl in a convertible, driving through a car wash, will be shown regionally on television in January, supported by a budget of £560,000 (MEAL). All areas except TVS and Anglia will be covered. *Elida Gibbs Ltd. Tel: 01-486 1200.*

## Carmen time

Carmen are spending £200,000 advertising their 2000 Cool Set hairdryer into the Spring of 1989 under the headline "beat the rush hour". The advertisement will appear in women's magazines such as *Vogue* and *Cosmopolitan*, say *Pifco Salton Carmen. Tel: 061 681 8321.*

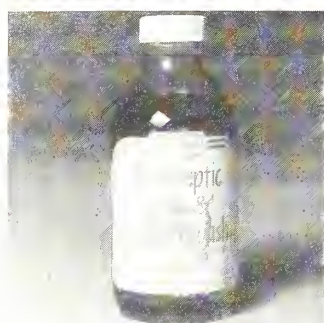
## Pulmo Bailly region push

A Pulmo Bailly regional campaign directed at chesty cough sufferers begins on January 6. Press advertising will run until the end of March with advertisements in *TV Times*, *Radio Times* and the major regional dailies in the Tyne Tees, Yorkshire and Central television areas. *Chancellor Group Ltd. Tel: 0978 661351.*

## Radian B Winter push

Following a regional Summer television campaign, Fison's topical pain reliever Radian-B will be on screen again from 28 December. The campaign will appear on Midlands, Yorkshire, Tyne Tees and Granada.

The eight week campaign is timed to maximise on a key purchasing period. *Fisons Consumer Health*. Tel: 0509 611001.



## Fresh breath from Numark

Numark have launched an antiseptic gargle and mouthwash to soothe sore throats and freshen breath.

The active ingredient is phenol 0.71 per cent. Amaranth, glycerin and peppermint oil are also included. For use, one part of the mouthwash is diluted with three parts of warm water, as required.

The mouthwash comes in 200ml bottles retailing for £0.79 (£4.12 for 12, trade). *Independent Chemists Marketing Ltd.* Tel: 0985 215555.

## Vantage back with the Waltons

More Vantage television advertising featuring the Walton sextuplets starts on TV-am the week beginning January 23 and runs to the end of February.

National coverage on daytime ITV runs throughout February and on Channel 4 in the evenings from February 20 through the first three weeks of March.

The advertisement will be the same as last year and feature the Vantage range in a pharmacy. POS also features the Walton family. *Vestric Ltd.* Tel: 0928 717070.

## New year offers from N&P

From January 3 Nurdin & Peacock are increasing the frequency of their health, home and beauty promotions. Customers will receive a monthly leaflet giving details of the next promotion.

Another innovation is the "medicine of the month", in which a major medicinal product

will be highlighted, the first being Beechams Hot Remedies with a 12 for the price of 11 pack at £6.59.

The promotion also includes Sunsilk hairspray with 25ml free in each 225ml pack, (£7.79 for a case of 12). *Nurdin & Peacock plc.* Tel: 01-946 9111.

## Norton gift soaps

Norton of London are introducing a new range of gift soaps.

A red heart-shaped soap (35g) is available either loose (£0.45) or as a pair in a wicker basket filled with pot pourri, trimmed with a pink bow and shrink-wrapped for presentation (SRP £1.50).

A trade Valentine parcel containing 50 loose hearts and 12 gift baskets is available at £23.85. Distributors *Milton-Lloyd Marketing*. Tel: 01-670 4433.

## Vosene family back on TV

The Vosene shampoo "family" television commercial is being repeated during January with £650,000 spend.

The commercial portrays a typical family with the father preferring to use Vosene original shampoo and a young daughter opting for Vosene herbal.

The commercial will run Grampian, Ulster, Central Scotland, Granada, Central and Thames and added value packs on the 150ml and 300ml sizes will be available say *Beccham Toiletries*. Tel: 01-560 5151.

## Wisdom take the floor

Wisdom have introduced a new floor stand holding 48 packs of a dozen toothbrushes. A further 12 dozen are supplied with the 60 inches high stand. *Addis Ltd.* Tel: 0992 584221.

## Potter's first TV

For the first time ever, Potter's vegetable cough remover will be backed by television advertising (from mid-January to early February) on Channel 4 and Granada) and magazine promotion in the health and women's Press. New point-of-sale material is available, with discounts for major wholesalers. *Potter's (Herbal Supplies) Ltd.* Tel: 0942 34761.

*Nice-pak International's* range of babywipes — Pudgies, N&C and moist towelettes — are now being distributed through major chemist wholesalers. *Nice-pak International Ltd.* Tel: 0634 290773.

*Dendron Ltd* say Ernest Jackson are

no longer suppliers of Special Recipe chocolate. Their relationship has ceased and Special Recipe is being supplied to pharmacies through the Dendron sales force. *Dendron Ltd.* Tel: 0923 229251.

### ON TV NEXT WEEK

<b>GTV</b> Grampian	<b>U</b> Ulster	<b>STV</b> Scotland (central)
<b>B</b> Border	<b>G</b> Granada	<b>Y</b> Yorkshire
<b>C</b> Central	<b>A</b> Anglia	<b>HTV</b> Wales & West
<b>CTV</b> Channel Islands	<b>TSW</b> South West	<b>TVS</b> South
<b>LWT</b> London Weekend	<b>TTV</b> Thames Television	<b>TT</b> Tyne Tees
<b>C4</b> Channel 4	<b>TV-am</b> Breakfast Television	
<b>Day &amp; Night:</b>	All areas	
<b>Dimension</b>	All areas except TVS and Anglia	
<b>Listerine:</b>	All areas	
<b>Pulmo Bailly:</b>	TT, Y, C	
<b>Sinutab:</b>	All areas	
<b>Timotei facial wash</b>	All areas	
<b>Tixylix:</b>	ITV, C4	
<b>Triogesic:</b>	S, Y, G, HTV, U	
<b>Vosene</b>	GTV, U, STV, B, G, Y, C, TTV	

### SCRIPT SPECIALS

*Wellcome* have introduced a seven day shingles treatment pack of Zovirax tablets. It contains seven blister strips of five tablets (£113 trade). This will replace the 70 tablet pack of Zovirax 400mg. *Wellcome Foundation Ltd.* Tel: 0270 583151.

The marketing of Estracyt and Estradurin has been transferred from Lundbeck to Pharmacia, and the products are to be repackaged. *Pharmacia Ltd.* Tel: 0908 661101.

**New packs** of 28s are available for Ceporex capsules and tablets. The trade prices are: 250mg, £4.47 and 500mg, £8.72. These will replace packs of 20s. *Glaxo Laboratories*. Tel: 01-422 3434.

**Atomid-S** is now available in a 100 capsule pack (£4.18 trade), all other pack sizes have been discontinued. *ICI Pharmaceuticals*. Tel: 0625 582828.

**Celevac tablets**, Boehringer Ingelheim's bulking laxative, has been relaunched in 112 tablet packs (£1.60), providing a 28 day

supply of 3-4 tablets. *Boehringer Ingelheim Ltd.* Tel: 0344 424600.

**Gaviscon** liquid is now available in packs of 300ml (£2.87 rrp, 6s, £10.35 trade). *Reckitt & Colman Products Ltd.*, pharmaceutical division. Tel: 0482 223141.

**Epilim** syrup and liquid are now packed in plastic bottles with a Jay-safe closure (300ml £6.04 trade). *Sanofi Pharma*. Tel: 061-945 4161.

**Dipyridamole** tablets 100mg (100 £11.62 trade) are now available from *Lagap Pharmaceuticals Ltd.* Tel: 04203 8301.

**Abbott** say the minimum order quantity of Erythroped A tablets is now 10 calendar packs (£52.90 trade). *Abbott Laboratories Ltd.* Tel: 0795 580099.

**Hillcross Pharmaceuticals** have made the following additions to their stock range: prednisolone tabs 1mg (500 £1.82), and 5mg (500 £3.84, 1,000 £7.67, all prices trade). *Hillcross Pharmaceuticals Ltd.* Tel: 0282 25932

# BUSINESS NEWS

## Aids from Vestric

Vestric are to actively encourage and support retail pharmacists expanding into the £120m market for surgical sundries and equipment for the elderly.

To assist pharmacists overcome competition from surgical shops and mail order companies, Vestric are to launch a health care programme which will be available early in 1989 to all Vantage members.

The company will provide information on product ranges, help with stock, merchandising and the display of these products. A health care book with lists of stock and information on local associations will be produced and regularly updated. A hotline number for queries and problems will be set-up.

Peter Worling, director AAH Pharmaceuticals, says: "This is the first step in developing a significant programme of support for pharmacy in the health and home care market."

## Christy buyer close?

"Substantial interest" is being reported in the future of Thomas Christy Ltd.

The skincare specialist, which folded just before Christmas because of cash flow problems, is currently being nursed through business by receivers Cork Gully (C&D 17/24 p1044).

## Cilag branch

Cilag Biotech has been set-up as a separate division of Cilag Ltd. It will concentrate on the development of ethical pharmaceuticals that are produced using genetic engineering and associated techniques, the company says. The first expected product launch will be recombinant human erythropoietin.

## ICI and Wellcome drop animal interests

Coopers Animal Health have been sold by joint-owners ICI and Wellcome. Chicago based Pitman-Moore take on the company for an undisclosed fee.

A spokesman for ICI said that the company has decided to withdraw from animal health care because it felt it could not devote sufficient resources to the business. Coopers was set up by merging the companies two animal divisions in 1984.

Turnover last year at Coopers

was £200m while sales at Pitman-Moore were \$244m. It bought the animal health interests of Glaxo in March.

**Denes Veterinary Herbal Products** have moved to larger premises at (PO Box 691) 2 Osmond Road, Hove, East Sussex BN3 3SD for administration, sales, Breeder Club and marketing. Contacts are as follows: general enquiries 0273 25364/5; sales ordering 0273 720692; fax 0273 25704.

## Banks will urge Switch to electronics

Three High Street banks will be attempting to persuade retail pharmacists over the next few weeks to accept their new method of payment — the electronic Switch system.

Switch is a normal cheque/cash-point card that also enables customers to pay directly from a current account. It works through a computer link-up between the bank and shops and is aimed at the Access/Visa market.

The National Westminster, Midland and the Royal Bank of Scotland are promoting the scheme under a joint marketing agreement. A spokesman, Tim Green of Nat West, says speed, convenience and cost are the main advantages of Switch.

No merchant commission rates will be levied as retailers will only pay the rate they do now on personal cheques.

Mr Green accepts that the success of the scheme depends largely on how keen retailers are to fit Switch technology.

All three banks have approached Boots with the scheme and Mr Green is confident that the more usual size of retailer will take it on. "Lease of the electronic card swipe and the other basic technology will only be about £1,000," he said.

So far the three banks have issued five million cards and say that figure will double by July. Credit cards currently number between ten and 12 million.

## New AAH structure

AAH are introducing a new structure for their healthcare businesses with effect from January 1, under the umbrella title AAH Healthcare Services, accompanied by a new management structure for AAH's wholesaling companies.

AAH Healthcare Ltd will be the principal subsidiary company

grouped into four divisions: wholesale, retail, information services and manufacturing. AAH Holdings director Mr Bill Revell has overall responsibility for AAH Healthcare Ltd.

For wholesaling, AAH Pharmaceuticals Ltd will be the main operating company and Mr David Taylor its md.

## Numark at Sants

Numark Chemists are extending their distribution network in the Stoke-on-Trent area through a new association with Sants Pharmaceutical Distributors Ltd, who have depots at Basford and Longport.

Mr Trevor Dixon, managing director Numark Chemists, said: "Sants will be offering all elements of the Numark package in an area not currently well serviced. The full programme will be available as from February 1989".

In advance of the launch retail meetings will be held at Clayton Lodge Hotel, Newcastle-under-Lyme on January 12 and at the Post House Hotel, Birmingham on January 19; both meetings starting at 7.30pm. Mr Dixon and Gerald Brooks, group chief executive of Sants, will address the meetings to explain the Numark concept.

## Ilford sold

Ciba-Geigy Ltd have sold the Ilford Group to the World's largest paper company, International Paper Corporation.

A spokesman for Ciba-Geigy says the company has made it clear in recent years that Ilford, while profitable, was "not strategically placed with its portfolio."

Ilford's UK operations will remain unchanged and will yield sales of £190m for 1988.

**The Monopolies and Mergers Commission**, which has been asked to inquire into the share allocation scheme operated by Unichem Ltd, would like to hear from any person or organisation with information or views on the scheme. The Commission, which has been asked to report within five months, would like evidence in writing, no later than January 20 sent to: The Reference Secretary (Unichem Inquiry), Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT.

# ABOUT PEOPLE

## £100 bravery award for 80-year old

An Old Bailey judge has awarded an 80-year old pharmacist £100 out of public funds for his "extraordinary" bravery in tackling an armed robber who raided his East London Shop.

Mr Bill Block, who was 79 at the time, was pushed off his stool by the man, but still had the courage to grab the gun, point it at the ceiling and fire it twice. The gun was said to be a realistic imitation which fired blanks.

The judge, Mr Recorder Michael Stuart-Moore, said: "This was a typically cowardly attack. The raiders picked a time when they knew there would only

be a 16-year old schoolgirl and a 79-year old chemist on duty.

The gunman got away and is still at large, but the court heard that his accomplice, 17-year old Jimi Ryan, was identified by a 16-year old schoolgirl and part-time shop assistant, Lisa Dix.

The judge sent Mr Ryan to an institution for young offenders for three years. He had denied robbery at the Safedale Chemists in Leyton High Street, Leyton, on August 14 last year, and having an imitation firearm with intent to commit an indictable offence. He was convicted of both charges by a jury on December 1.



*The Sterling-Winthrop Apothecaries of Jazz celebrating their fiftieth appearance. The band was joined by guest trumpeter Digby Fairweather at the Victoria Hotel, Bradford before an invited audience of pharmacists who tapped their feet to such numbers as Panadol Rag and Franolyn Blues. The event also celebrated the setting up of the first Chair of Pharmacy Practice in the UK at Bradford University*

## Fly me . . .

Pharmacist Charles Flynn, chairman of the British Pharmacists Association and erstwhile politician, last month took to the skies.

Two years ago, Mr Flynn launched the Ellan Vannin Airline consortium to set up an airline in competition with Manx Airlines. On November 25, 1988 Mr Flynn took control of UK Air, Air Metro and Air Wight, whose flying base is Bournemouth Airport.

Air Wight, a wholly owned subsidiary of Air Metro, is an executive charter operation flying Aztecs and a nine-seater Chieftain on a scheduled Manchester-Bournemouth route. Air Metro has the Fairchild Metro III 19-seater as its main aircraft, which will be flying charter and scheduled routes to the Continent, says Mr Flynn. "I have two brand-new Metro IIIs (worth £2.75m each) at the moment, and four more on order, which we will phase in over the next four years."

Mr Flynn owns 99 per cent of the issued stock of UK Air.

## A strange coincidence

I feel it is a strange coincidence that two of the profession's chief negotiators with the Government over NHS remuneration should have resigned within a short period of each other, a few weeks before the announcement by the DHSS that the "cost-plus" contract is to be abandoned. Is it possible that these two gentlemen resigned over a point of principle, knowing that the Government intended to finally abandon any pretence of honouring the promises it made when the present contract was negotiated?

And if this is correct, is the position of the other members of the PSNC and PGC now untenable, and will they take the honourable course and resign as well? Or will they claim that they have achieved another "good deal" for community pharmacists and continue to represent us with the same resounding success as in

the past, as typified by the "promised land" that they led us into with the new contract?

I and my colleagues in the British Pharmacists Association warned the profession that for the sake of serving the short-term interests of larger contractors, the PSNC and PGC were undermining the future of the entire community sector in collaborating with the Government over the new contract, and our prophecies now seem to be being fulfilled. The BPA warned that the "cut-off" point, below which contractors' costs would not be fully reimbursed, would be progressively raised.

The DHSS, in its recent announcement, appears to be going one better by removing "cut-off" points altogether. From now on it is more likely to be paying a single dispensing fee to all contractors, regardless of size and numbers of prescriptions dispensed, but this fee would only cover the overheads and produce a profit margin for the larger contractor. The fee will probably

be set quite arbitrarily, and will adversely affect far more contractors than the current "cut-off" limit.

The BPA was attacked and reviled by the pharmaceutical establishment for pursuing policies that would split the profession. As events have turned out, it looks as if the policies of the PSNC and PGC will result in it being decimated, while those of the BPA, if it had received the support it deserved, would have provided a united front from which to defend community pharmacy against the desire of the Government to virtually wipe it out.

The damage has now been done and the two negotiating bodies may never get another opportunity to represent the profession's interests effectively. However, if they do, the present debacle should provide a salutary reminder that they are elected to represent *all* contractors.

**Meir Kattan**  
London SE1

## LETTERS

# CHEMIST & DRUGGIST

## PRICE SERVICE



This Supplement updates the latest Chemist & Druggist monthly Price List. It provides a cumulative list of amendments and previous Supplements should therefore be discarded.

Trade prices are per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate price is subject to retail price maintenance. Italic figure (0.14) is manufacturers recommended price. Light upright (0.14) is a suggested guide. a = price advanced. r = price reduced. ● = new entry. d = delete. e = correction. i = insert. **Three simple rules for rapid price checking.** 1. Look under 'This Week's changes'. If price is not listed. 2. Check cumulative section. If price is not listed. 3. Refer to the last main price list. Price is latest notified.

### This week's changes to January Price List.

	PIP code	Trade	VAT	Retail		PIP code	Trade	VAT	Retail
AAPRI (Gillette)					adult	181-966	22.25	S	a
apricot facial scrub					child	181-883	22.25	S	a
normal	50ml	366-914	18.82(12)	S 2.19	a	AQUAFRESH (Beecham Toilettes)			
	75ml	366-922	23.18(12)	S 2.69	a	Effective January 02			
gentle	50ml	301-218	18.82(12)	S 2.19	a	mouthsprit	15ml	468-116	14.38(12) S ●
dual cleansing pads	30's	301-226	18.82(12)	S 2.19	a	AQUA-VITE (Bio-Health)			
moisturising					Effective January 01				
cream	50ml	119-081	18.82(12)	S 2.19	a	Super Kelp/multivitamins			
washcream	125ml	119-040	14.52(12)	S 1.69	a	capsules	500	461-822	12.60 S
ACETEST (Ames)					a	super kelp/multivitamin			
reagent tablets	100	001-958	2.17	S 3.73	a	capsules	60	108-530	18.32(10) S 3.16
ADORN (Gillette)					a	ARAMANTA (Hagman Laboratories)			
hair spray	200ml	289-363	8.74(12)	S 0.95	r	luxury bath oils	75ml		S 18.00
AEZODENT (Associated Dental)					a	relaxing 574-483, sedative 574-491, stimulating 574-509			i
Effective January 01					a	foot cream	50g		S 4.48
dentagess dressing	7g	003-913	6.88(12)	S 0.99 P	a	camphor 522-888, cypress 522-904			i
	28g	003-921	13.76(12)	S 1.98 P	a	ASTRAL (Cupal)			
AFTER BITE (DeWitt)					a	Effective January 03			
Effective January 09					a	air fresheners			
insect bite treatment	060-707	10.68(12)	S	1.45 GSL	a	aerosols			
ALBUSTIX (Ames)					a	Elite	original	12.53(12)	S 1.48
reagent strips	50	005-983	2.34	S 4.03	a	pot pourri 576-652			d
ALEXA (Henleys of Hornsey)					a	nice n' fresh	423-186	13.04(12)	S 1.54
Effective January 02					a	fridge fresh	320-606	5.76(10)	S 0.85
sanitary briefs					a	roll-up toilet fresh	194-274	5.77(12)	S 0.69
white nylon					a	bleach buoy cistern unit			
hyps	32-34in	380-014	1.02	S 1.76	a		412-171	7.93(12)	S 0.95
	36-38in	380-022	1.07	S 1.85	a	car fascia unit	490-813	7.11(10)	S 1.05
	38-40in	380-030	1.18	S 2.03	a	slim stuk sink fresh	352-377	6.63(10)	S 0.98
	42-44in	380-048	1.22	S 2.10	a	torpedo toilet block	457-499	7.93(12)	S 0.95
ALLER-EZE (Intercare)					a	ATMOCOL (Charles F Thackray)			
Effective January 09					a	pocket aerosol air	freshener	494-302	1.80 S
tablets	10	293-787	12.17(12)	S 1.62 P	a	ATROMID-S (I.C.I. Pharms)			
	30	296-194	14.46(6)	S 3.85 P	a	capsules 500mg	50	021-576	2.09 S 3.61 POM
ALLER-EZE PLUS (Intercare)					a		500	021-600	18.38 S 31.71 POM
Effective January 09					a	AVOMINE (Fisons Consumer)			
tablets	12	232-413	12.63(12)	S 1.68 P	a	Effective January 03			
	24	232-421	10.52(6)	S 2.80 P	a	tablets 25mg	10	022-327	8.70(12) S 1.25 P
	36	028-613	14.84(6)	S 3.95 P	a	AZOSTIX (Ames)			
ALLEVYN (Smith & Nephew Medical)					a	reagent strips	25	022-780	13.75 S 23.71
hydrophilic polyurethane dressing					d	BACTICLENS (Smith & Nephew Medical)			
10cm x 10cm x 10	7637	177-626	29.46	S 47.71	d	Effective January 02			
AMOGAS (Thornton & Ross)					a	aqueous sachets			
ant killer	487-074	5.10(12)	S 0.74	a	a	100ml (25)	5410	153-981	5.61 S 9.09
insect powder	010-686	5.10(12)	S 0.74	a	a	25ml (50)	5408	153-957	4.69 S 7.60
ANTHICAL (Fisons Consumer)					a	BACTIGRAS (Smith & Nephew Medical)			
Effective January 03					a	Effective January 02			
cream	25g	014-001	11.92(12)	S 1.72 P	a	non-adherent dressings			
ANTHISAN (Fisons Consumer)					a	10cm x 10cm x 10	7457	179-432	19.49(6) S 5.30 P
Effective January 03					a	15cm x 20cm x 10	7461	009-779	128.42(12) S 17.30 P
cream 2%	25g	014-043	11.23(12)	S 1.61 P	a	5cm x 5cm x 50	7456	137-943	7.80 S 12.50 P
AQUADRY (Charles F Thackray)					a	'BB' (Newform Foods)			
freedom sheath					a	pure grape juice	11	6.12(12)	S
self adhesive penile sheath					a	red 574-574, white 574-582			i
	30	145-029	33.10	S	a	BEECH-NUT (Eliko Foods)			
leg bags	350ml	496-075	15.15(10)	S	a	baby foods			
with tap outlet	500ml	124-750	15.15(10)	S	a	cereals with fruit	8oz	12.90(12)	Z 1.34
male incontinence bags		361-410	5.20	S	a	oatmeal & banana 540-096, rice & banana 540-088			d
male nrisals					a	gluten free			d
long term lightweight	204-370	40.75	S	a	a	strained jars			
paediatric	288-050	41.95	S	a	a	stage 1 & 2	4.5oz	8.16(24)	Z 0.43
rubber understraps	131-219	41.95	S	a	a	fruit dessert 813-709			d
scrotal support	267-815	41.95	S	a	a	stage 3	7.5oz	9.36(24)	Z 0.49
short term	496-109	40.00	S	a	a	apple, peach & strawberry 838-110			d
urine drainage bags	5	291-443	10.10	S	a	banana custard pudding 761-718, fruit dessert & tapoca 761-668			d
long term	21	361-600	1.15	S	a	mixed vegetable dinner 837-922, pears & pineapple 761-601			d
medical adhesive	20ml	361-980	2.80	S	a	bab's first meals	2.8oz	482-406	6.60(24) Z 0.34
pubic pressure cone tops					a	strained juice	32oz	482-414	13.20(12) S 1.58
catheter drainage bags					a	BERGASOL (Chefaro)			
					a	Effective January 01			
curved	10	182-055	20.65	S	a	after sun			
straight		182-048	8.80	S	a	hair conditioner	125ml	474-148	15.46(6) S 3.95
pubic pressure flanges		182-014	8.80	S	a	shampoo/shower gel	175ml	474-130	16.63(6) S 4.25













CHEMIST & DRUGGIST 31 DECEMBER 1988







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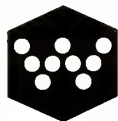
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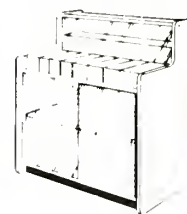
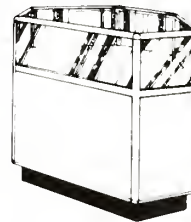
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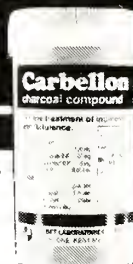


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